

Shipping MANAGEMENT

Packing Transport Handling



The gummed tape dispenser shown above operates with an ease and smoothness which enables the operator to keep up with a moving conveyor line. Inset: packing records. Complete story on page 11.

SEPTEMBER 1953

RUGGED SIMPLICITY!

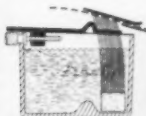
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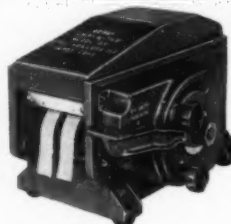
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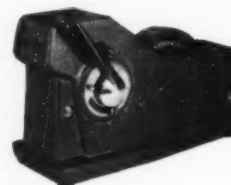
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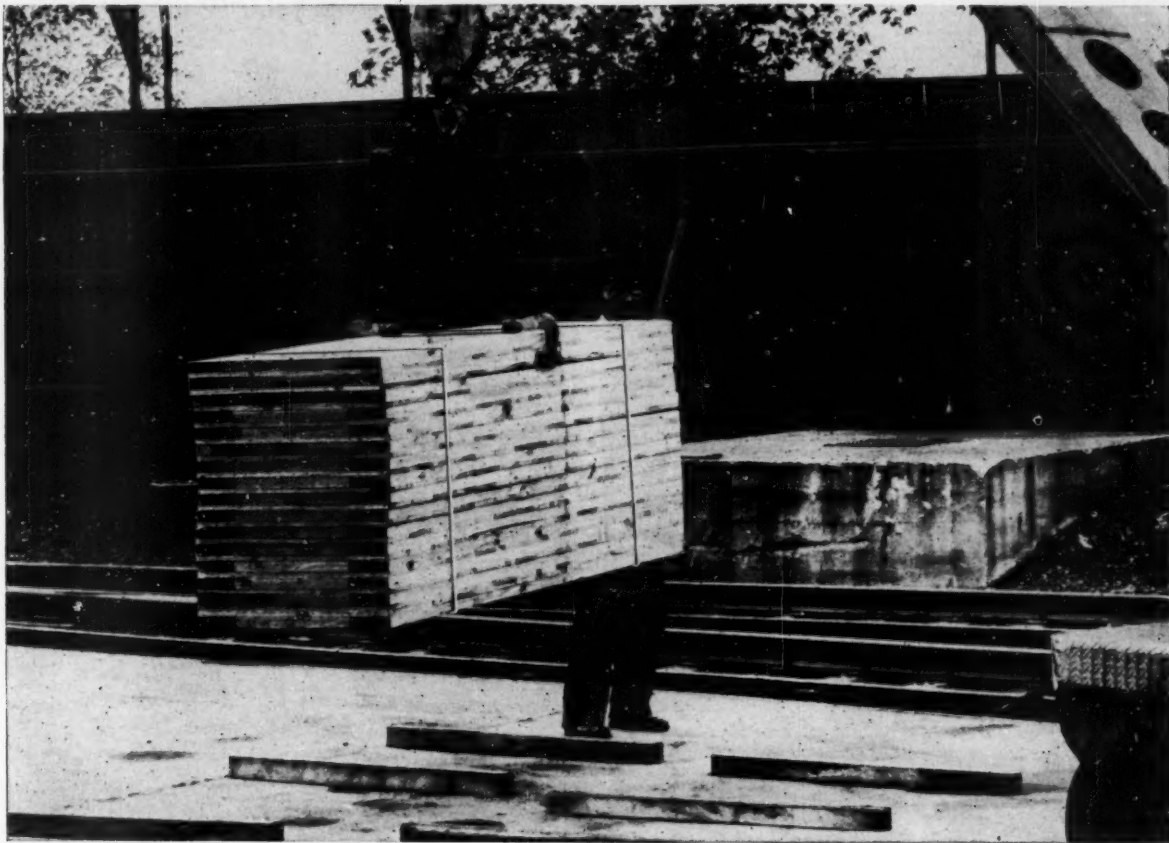


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SHIPPING MANAGEMENT

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9/53

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MEN — METHODS — MATERIALS



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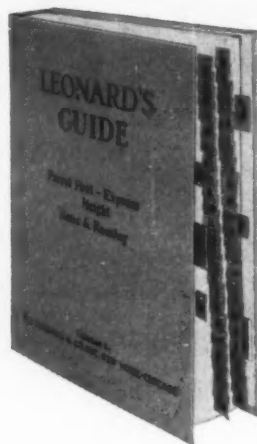
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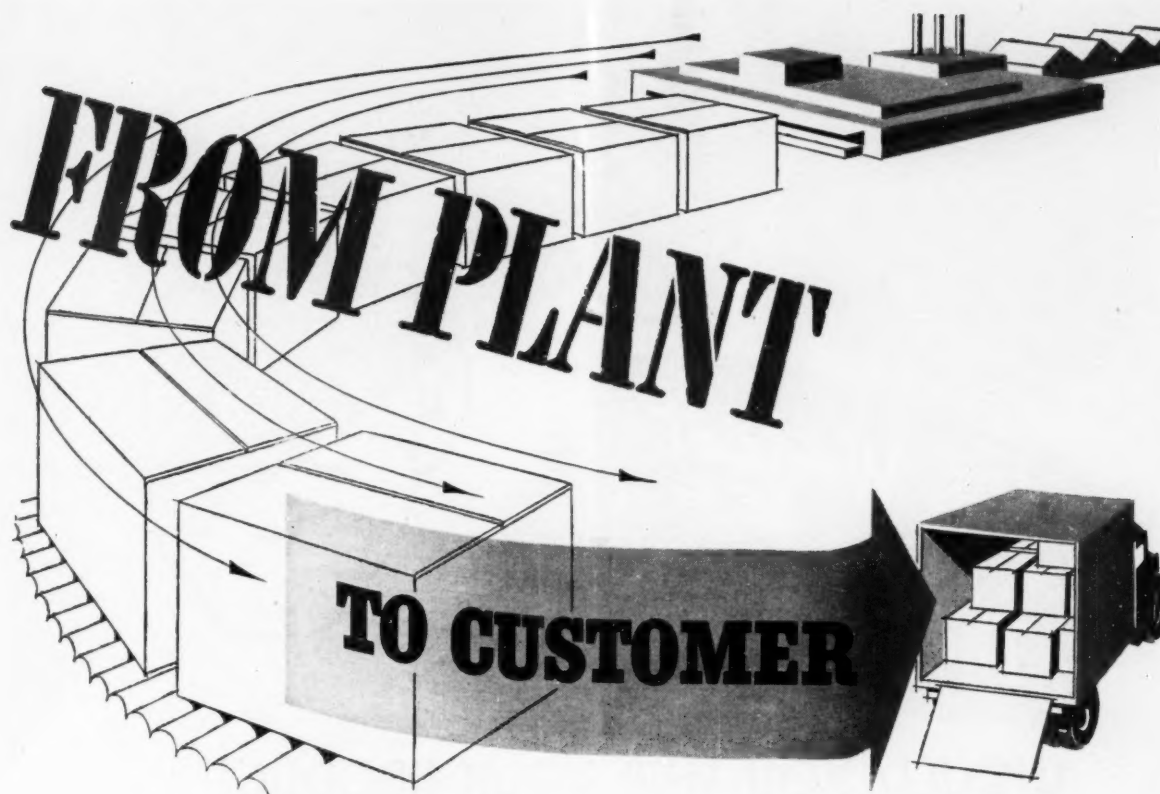
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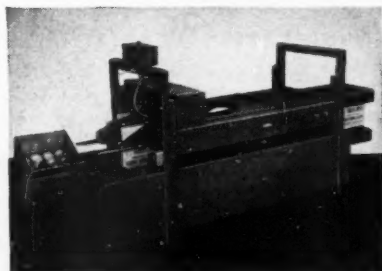
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MEN — METHODS — MATERIALS



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Packing

A Punch..By S. H.

THE United States of America has at last taken official recognition of the value of the advertising space available to shippers on their shipping containers. Although advising labelling in an area — export packing — on which most authorities now frown, the type of labelling should be all to the good. Exporters are merely being asked by Secretary of Commerce Sinclair Weeks to put the inscription, "United States of America" in indelible ink on their crates and shipping containers whenever practicable.

In recent years identification marks which reveal the nature of the packaged goods have been frowned on in export shipping because it is believed they are an encouragement to pilferage. However, considering the wide variety of goods shipped to foreign countries from the United States it would seem unlikely that merely stating the point of origin on the package would encourage pilferage — unless goods from the United States are generally so highly regarded that such a label would automatically lead to stealing. Whether this is a possible problem remains to be seen.

Originally a bill had been introduced in the recent session of Congress by Senator Charles E. Potter, Republican of Michigan, making it mandatory for exporters to put "Made in the United States of America", or at least, "Made in the U.S.A." on their crates.

According to Charles E. Egan in "The New York Times":

"The Administration, although agree-
(Continued on Page 25)

ON OUR COVER

HERE'S a view of "record efficiency" in operation at Columbia Records, Incorporated, Bridgeport, Connecticut — as operators prepare odd lot orders for shipment with gummed tape, dispensed in measured lengths by Derby Sealer Model 32 tape dispensers.

Columbia Records daily receives many large and small orders for record albums of varying size which require different sizes in shipping cartons. Operators select a box, pack the order and seal the carton. The high volume of such orders demands an efficiency of the tape dispensers which led Columbia to choose and install Derby Model 32's along the carton sealing bench, where their exclusive Moisture Control System, measured accuracy and speed help operators maintain maximum output.

Large photograph pictures a Derby Sealer Model 32 being used to keep up with the pace of sealing cartons on a conveyor line. Its ease of operation and dependability influenced Columbia Records to select this dispenser for the job.



SEPTEMBER 1953

VOL. 18, No. 9

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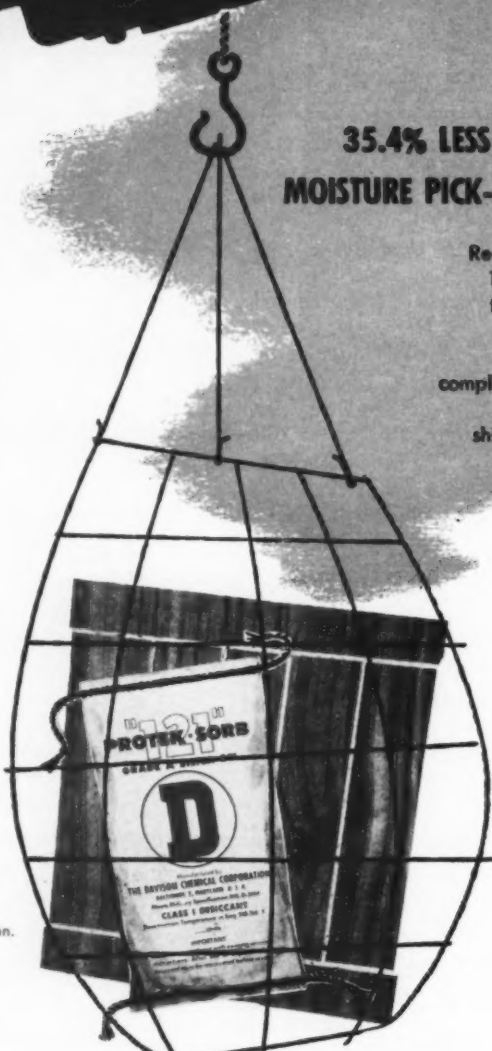
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Shipping MANAGEMENT

FOR SHIPPING AND TRAFFIC EXECUTIVES
425 FOURTH AVENUE, NEW YORK 16, N. Y.

SEPTEMBER, 1953
VOLUME 18
NUMBER 9

Every TM Must Know His Bills of Lading

By HENRY E. GIESE

General Traffic Manager
Federal Telephone and Radio Company



Henry E. Giese

Recently appointed to his present position as General Traffic Manager of the Federal Telephone and Radio Company in New Jersey, Mr. Giese is familiar to "Shipping Management" readers for several exclusive articles which appears in winter and spring numbers. In the present article Mr. Giese has formalized most of the basic information about Bills of Lading with which every traffic manager should be familiar.

IN THIS ISSUE I intend to discuss in the fullest detail a subject which is so important to a traffic man that without any knowledge of it I personally would not consider such a person a member of the traffic profession. The subject in mind is the *BILL OF LADING*. The Bill of Lading can best be described as the "Birth Certificate" of a shipment.

All common carriers engaged in the handling of freight transportation have only one kind of customer—the shipper—and the most important document required for the transportation of goods in the relationship between these two parties is the Bill of Lading.

The importance of this document was best emphasized by a Congressional action known as the "Pomerene Act" which provided a federal statute known as the "Bills of Lading Act."

Purpose of Bill of Lading

The Bill of Lading is:

1. A receipt issued by a carrier to a shipper for goods received for transportation, and as such must show the place and date of shipment, consignee, describe the material, weight, etc.
2. A contract of carriage. As a contract of carriage the Bill of Lading serves the same purpose as any other contract entered into between two persons. When the carrier receives the material and properly issues a Bill of Lading, it has entered into a legal contract as per the Bill of Lading, and, like any other contract, a Bill of Lading must show in detail the conditions and limitations under which the contract is entered. These conditions and limitations are shown on the back of the Bill of Lading and become, in-so-far as the liability of either party is concerned, the most important part of the contract.
3. Documentary evidence of title to the goods in case of any dispute.

For the purpose of getting a clearer conception of this important subject, let us understand first that there

are two principal kinds of Bills of Lading, viz:

Types of Bills of Lading

- (1) Straight Bills of Lading
- (2) Order Notify Bills of Lading

Aside from the above two Bills of Lading there are, of course, the Uniform Line Stock Bill of Lading, Uniform Straight Through Export Bill of Lading, and Uniform Order Through Export Bill of Lading. However, an understanding of the Straight Domestic and Order Notify Bills of Lading should be sufficient knowledge for anyone to understand the others.

Difference Between Straight and Order Bills of Lading

The important difference between Straight and Order Notify Bills of Lading is that a Straight Bill of Lading is a NON-NEGOTIABLE document whereas an Order Notify Bill of Lading is a NEGOTIABLE document. While the contract terms and conditions are more or less the same, however, the commercial value of an Order Notify Bill of Lading is equivalent to the value of the goods transported. An Order Notify Bill of Lading may be somewhat compared with a C.O.D. contract of carriage, in that the shipper who ships under an Order Notify Bill of Lading protects himself as to the value of the good because the carrier can deliver the shipment to the consignee only if and when consignee so renders original Bill of Lading, properly endorsed, to the carrier, which signifies that full payment of the invoice has been made (usually through a bank). **Actually it boils down to one thing: when a shipper desires to retain title to his goods until they are paid for, he uses an Order Notify Bill of Lading.**

Proper Method In Making Out A Straight Domestic Bill of Lading

A) The name and address of the consignor or shipper. In this regard it is important that the proper address be shown down at the bottom of the Bill of Lading where it indicates "permanent Post Office address of shipper." This is a very important item. As an example, if you were in New York and purchased a piece of machinery in Chicago on the basis of F.O.B. Chicago which means you take title to the equipment as soon as the Bill of Lading is signed, you should actually have the machinery shipped in the name of the Seller for account of yourself and show your New York address as "permanent address of shipper." By doing this the carrier will automatically notify you if any questions pertaining to this shipment arise. It may save you money in the long run. Keep the above information in mind because when I write on the subject of Routing, I will outline a real case where a purchaser lost \$500.00 because he failed to list his own address at the bottom of the Bill of Lading.

B) The date of the shipment should be shown at all times.

C) The name and address of the Consignee. The street address is very important for notification purposes. Show your Consignee's name and address very clearly. Unfortunately this is abused by many shippers and creates quite a burden for the carriers.

D) Routing. A Complete routing should be shown at all times for many reasons. I will explain routing in detail in a future installment as I feel same plays a very important part in shipments.

E) In the case of carload shipments be sure to show at all times the initials and car number. The car number and initial is very important to show on the Bill of Lading because it may become necessary to trace a particular shipment and without such information it makes your job that much tougher.

F) A full description of the articles being shipped and the manner in which they are packed. Proper Classification is very important on the Bill of Lading. The reader may recall that my third article was a detailed write-up on Classification of Freight. Many companies check their material with Freight Classification Committees and have their material printed on their own Bills of Lading exactly as per the Uniform Freight Classification. This saves time in making out Bills of Lading and also assures all concerned that no errors will be made in classification.

G) The gross weight, agreed weight or estimated weight. In most cases where the shipper leaves off the weight the carrier will take a guess and charge accordingly and I assure you it will never be in your favor. I have personally experienced such situations on inbound shipments from Vendors.

H) One of the important parts of a Bill of Lading is the top block to the right center of the Bill of Lading which reads as follows: "Subject to Section 7 of conditions, if this shipment is to be delivered to the consignee without recourse on the consignor, the consignor shall sign the following statement: The carrier shall not make delivery of this shipment without payment of freight and all other lawful charges." Under this statement is a line for the signature of the Consignor. The signing of this statement of course can only be beneficial to the Consignor when he ships on a collect basis do to terms being F.O.B. his plant. Where the Consignor pays the freight charges it naturally will not benefit him. However, as the majority of companies sell on an F.O.B. their plant basis it is always advisable to sign in this block at all times. In fact, if you will check various company bill of lading you will notice that some companies have their name printed right on the line which indicates that they realize the importance of signing this clause. It

(Continued on Page 26)



Photos Courtesy American Airlines

Clever Use of MH Equipment Avoids Expense, Time Loss In Plane Unloading

AN AIRLINE COMPANY recently used two of its new DC-A Airfreighters to move three 8,500 pound generators from San Francisco to New York for the Army Engineers. Unloading of the huge pieces posed a problem, but the company's Airfreight Depot at LaGuardia Airport completed the job in record time without employing professional riggers.

Instead the Airfreight staff used some of the ordi-

The equipment used in unloading the 8,500-pound generators from the American Airlines DC-6A Airfreighter at LaGuardia Airport included a high-lift truck, three forklifts, a block-and-tackle inside the plane and individual rollers under the crate. Handrolled to the door of the aircraft, the crate's movement was closely controlled by the block-and-tackle rigged by a harness to tie-down rings inside the plane. With the crate at the door, a dragline from the forklift on the left was attached to pull the load off onto the truck.

The two forklifts on each side of the truck lent support to the elevated truckbed as the weight of the crated generator was eased out of the DC-6A's double door. It was painstaking work with only a half-inch clearance between the top of the crate and the top of the door.

Lower Left: The full weight, 4 1/4 tons, was then on the elevated truckbed supported by the two forklifts.

The final act was to lower the truckbed to the chasis. Careful coordination by the operators of the two forklifts and the truck accomplished this easily, and the generator was ready for delivery.

nary equipment in service at the depot—three forklifts, a highlift truck and block-and-tackle. They unloaded the first generator in one hour and 20 minutes, the second in one hour and the third in 45 minutes. A competitor reported that professional riggers took six hours to unload another of the generators from one of its planes.

The American Airlines operation, directed by Joseph

(Continued on Page 33)

How Studebaker Handles Its Odd-Shaped Packages

By CARROLL W. EVANS
Superintendent, Parts and Accessories Division
Studebaker Corporation, South Bend, Indiana

OUR OPERATION CARRIES in stock at all times some 30,000 different replacement or accessory items, each of which has had some type of package engineering work done on it. It is true that many of these parts are of such a nature that they do not need advance packaging. Some items can be shipped in an unpackaged condition, and others may be grouped and packed in a standard packing case at time of shipment without any advance preparation. However, many items do not need special packaging, and that is one of the more important tasks to be performed. To give some idea as to its magnitude, we have recently come out with a new model car. There are some 2,500 new parts on this car which must be investigated by our packaging engineers to determine which ones must be packaged and, if packaging is necessary, just what kind of package must be provided. For the package itself has a function; it protects the material it contains and holds it together in one unit so that the material can be readily identified, handled, stored, or transported.

In our unified packaging-materials handling program, we attempt to make the product fit the package that fits the pallet that fits the method of transport. We have had examples where the product itself has been re-designed to fit this idea. Our method of thinking extends beyond our own plant, in that the package is designed for handling methods used by an entire chain of distribution—by the manufacturers, the carriers, the branch warehouses, and the final retailer.

Problems of Design

In designing our packages we follow several general rules in order to make them as easy to handle as possible. We watch the weight and try to hold it within the limits of 30 to 50 pounds, although we have many unit-packaged items that are much heavier. We realize that, even if an item is palletized, in the majority of cases it has to be stacked on the pallet and unloaded from the pallet by hand.

Packages either too large or too small are generally

Excerpts from a paper presented at the Packaging Conference of the American Management Association, held at the Navy Pier, Chicago, April, 1953. The talk in its entirety appears in the AMA Packaging Series, Number 43.



Carroll W. Evans

The article on odd-shaped packages presented here is only a major excerpt from an exhaustive talk given on the subject by Mr. Evans at last spring's AMA Convention.

undesirable, since they are hard to palletize effectively. The very small packages that we do have are handled in wire-bound pallet boxes. Naturally, the ideal cubage varies according to the size of the pallet, handling methods, and type of product. It is generally accepted that, for maximum stability in stacking, the height of a package should be less than the width or the length. We try to stay away from the perfect cube as it is very difficult to palletize, although when it is necessary we use slip sheets to tie the load together. The idea is to be able to vary successive layers of a palletized load to get overlapping or interlocking and so have stability.

In considering strength, the determining factor is usually the height and weight of the entire stack. In our case a stacking height of 16 feet is deemed the maximum practical. We always make sure the package is designed so that the corrugation runs vertically, when the package is stacked, to utilize the maximum strength of the container.

Advance Packaging

All parts and accessories distributed from our factory warehouse in sufficient volume to justify packaging may be advance-packaged as an individual part or kit combination in order to provide protection to precision and high-finish parts and items subject to damage

in handling, such as gaskets, valves, piston pins, gauges, and moldings.

Standard Packs

To reduce unnecessary handling expense, many parts and accessories are shipped direct to our warehouses from individual manufacturing plants where warehouse sales volume allows an acceptable shipping quantity. This brings up the subject of packaging at the production source. Our Central Packaging Division engineers and controls this packaging.

THE METHODS USED

Many methods are used for packaging odd-shaped products at Studebaker. Wood boxes, plywood boxes, crates, wire-bound containers, fiber containers, corrugated boxes, latex seal envelopes, polyethylene bags, padded shipping bags, and excelsior pads are all utilized. Each problem of packaging is a separate and distinct problem—that is where the packaging engineer shows his ability to make use of the best type of pack for the particular item under study. If more than one method presents itself, it is at this point that cost enters the picture and is usually the deciding factor.

Wire-Bound Boxes

Some heavy items requiring protective packaging are packed in wire-bound boxes. The rugged construction and the simplicity of the rock fastener closure make this box particularly adaptable for re-use. If one is returning a part on an exchangeable basis, this type of box provides the means for the return trip. Any type of saddle or bracing can be incorporated, as well as the use of the interior cleats as a hold-down device.

Parts being shipped to our warehouses are packed in wire-bound pallet boxes 32 x 40 x 24 inches in size. Some boxes will weigh as much as 1,000 pounds. Normally we do not use tops on these boxes, as shipments are usually made in solid loads, but when an LCL or LTL shipment is made covers are strapped on. We have considered expendable pallet boxes, but for our own use they have not as yet proved to be as economical as the collapsible wire-bound boxes that can be returned and re-used many, many times.

Cartons

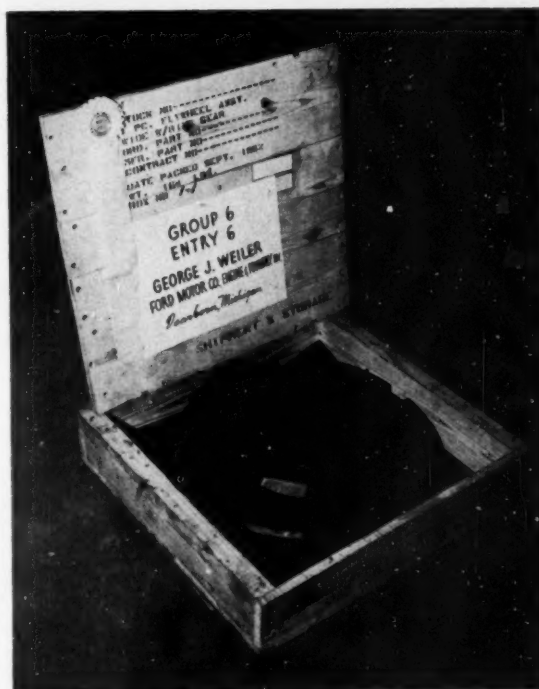
Gas tanks for years always had a long integral non-detachable crooked spout attached, which was a never-ending problem to us. Because of their shape we tried shipping them without any packing. Then we tried wrapping them, and next we tried boxing them, which was not too successful; the carton was large and expensive, and the storage space required was excessive. Because of the packaging problem our design engineers, at our request, re-designed the tanks to include a detachable spout, which we ship unassembled. I bring this out to illustrate that an odd-shaped part doesn't always have to remain one.

The pack finally developed was just a simple carton with roll-up pads slipped in on two sides with the tank flange slipping down in the groove between the pads. The simple corrugated interior packing insures safe delivery, because it "floats" the tank away from the sides of the container. The spout is included loose in the carton.

Special interior packing for odd shapes can and is provided for a large portion of all corrugated cartons. These interior pieces are more or less standard in form and need to be varied only in size. They consist of partitions, liners, pads, corner pieces, creased or scored sheets, creased and slotted sheets, tubes, and trays. And there are many other devices—in fact, they are limited only by one's imagination. Where support is not possible at critical points by standard-shaped

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Flywheel Assembly Pack Can Be Handled By Any Method



Ford Motor Company packs a tank engine flywheel assembly in the reusable nailed wood box shown above. George J. Weiler won 3rd Prize in Group 6, with this box in last year's SIPMHE packaging competition. The box meets requirements of JAN Spec. P-106A. It features a screwed-on lid with attached interior clocking and is shipped domestic or export carrier.

Advantages of this prizewinner include ease of packing and unpacking; can be handled by any method—forks, hooks, slings; no damage claims reported; labor savings 15% in packing; item can be warehoused for years and reshipped many times.

NEW PRODUCTS & LITERATURE



COLORED STENCIL INK

Reynolds Industries, Inc., who recently introduced a Black Stencil Ink, packaged in the efficient aerosol dispenser, are marketing colored inks that are also packaged in this easy to use container.

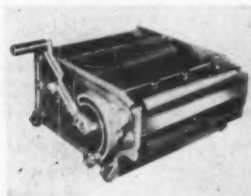
The colors now available besides Black, are White, Red, Blue and Yellow. These inks may be used for the stenciling of cartons, crates, boxes, metal, etc. Since the colors are waterproof, they are particularly useful for stenciling of steel drums and other metal containers.



Tests have proved that you can obtain four times as many stencils per man hour where the spraying technique is used, than by the brushing method. Some of the other advantages of the Stencil Ink are:—it is quick drying and waterproof — efficiency is increased — there is little or no waste — there is little or no evaporation — it is easier to apply — and it is much easier to move a can of Stencil Ink from one location to another than a large can of conventional Stencil Ink, brushes, etc. There is no wear on the stencils.

BARRIER WRAP DISPENSER

Designed to dispense Grade C Barrier Wrap Material in predetermined lengths up to 21" on a single stroke, the Derby Barrier Wrap Dispenser is that company's newest addition to the market.



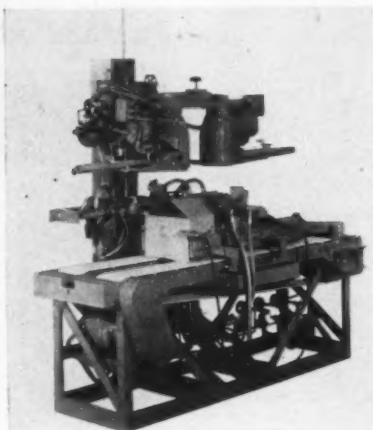
The Derby BW is a lever operated machine designed to dispense Grade C Barrier Wrap Material in predetermined lengths up to 21" on a single stroke. Although designed for Barrier Wrap the Derby BW has been found suitable for dispensing many other roll materials.

At the present time, the BW is available in 6", 12" and 18" widths. A Universal Slitter Attachment cuts your costs

by allowing purchases of wide rolls and slitting to any desired width. Premium prices for pre-cut Barrier Wrap Material and challenging storing problems are eliminated by owning a Derby Barrier Wrap Dispenser.

CARTON-STAPLING MACHINE

The International Staple & Machine Company has developed a new 100% automatic carton-stapling machine for closing center slotted corrugated or fibre cartons. . . of the type used for packaging canned beer, bottled beer, canned foods, glass packed foods and similar products.



Designed to fit into existing conveyor systems, the stapling machine is built to include a conveyor belt that receives the filled carton from main conveyor system prior to the stapling operation.

As the carton is conveyed to stapling position, it hits a trip switch which actuates a device that automatically centers the carton at exactly the right spot for the proper cross-switch stapling of the top flaps.

While the carton is being centered, it continues to move forward on the conveyor belt until it actuates a second trip switch which causes an automatic mechanism to first close the carton's end flaps . . . then its side flaps.

As soon as the side flaps are closed, two automatic retractable anvil stapling

heads lower the carton top, and drive staples at predetermined positions along the center slot.

After staples are driven, forward limit switches mounted inside each stapling are actuated. This causes the anvils to retract into each stapling head. . . the stapling heads to rise from the carton top . . . and the automatic centering device to open.

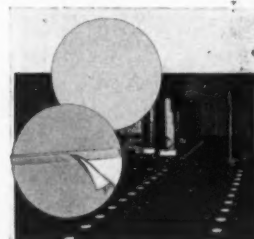
The carton then proceeds on the stapling machine's conveyor belt to the main conveyor system.

This automatic stapling machine is air operated, and will staple from 800 to 1000 cartons an hour. It is adjustable to handle cartons from 5" to 11" high, 8" to 12" wide, and 11" to 17½" long.

SELF-ADHESIVE AISLE MARKERS

Economy and simplicity of installation — plus extra safety advantages — are features of the Self-Adhesive Aisle Markers manufactured by W. H. Brady Company.

Stock Brady Aisle Markers are made of durable, colorful plastic, backed with a heavy duty, pressure-sensitive adhesive. They offer the maximum visibility that only a dotted line can provide. They are stocked in four bright colors — Caution Yellow, Fire Red, Safety Green and Neutral White—sharp, vivid colors that command attention even in poorly lighted areas.



Besides costing far less to buy than paint, molded markers or tape, Brady Aisle Markers are economical to apply. They stick fast to any clean, dry floor without moistening. Any unskilled worker can make curved or straight lines quickly and without costly machinery. Production isn't disrupted while paint dries . . . no clean-up work is necessary.

VCI-LINED BAGS

Jet-Pak, Inc., has announced the availability of VCI-Lined Cushioned bags. The VCI lining safeguards metal parts from rusting and corrosion up to 10 years. At the same time, the cushioning, sealed within double walls of sturdy, moisture-resistant kraft, thoroughly protects the product from rough handling, dampness and damage in transit.

Literature and prices of products mentioned can be obtained if you drop a post card to News Editor, SHIPPING MANAGEMENT, 425 Fourth Ave., New York 16, N. Y.

Companies having new product stories should send them to the same address.

This revolutionary, new idea of lining a cushioned bag with VCI for protection of metal parts is exclusive with Jet-Pak. These VCI-lined bags represent the latest, most advanced achievement in scientific packaging.

VCI prevents ferrous metals from rusting and aluminum from corroding by blanketing them with an invisible, dry vapor. Positive protection is afforded because moisture and air combine with the dry vapor to surround and cling to metal surfaces with a constant positive protection. This vapor does a thoroughly protective job because it penetrates blind holes and cavities often overlooked in greasing.



The number of new uses for these uniquely protective bags is increasing rapidly. Aircraft manufacturers are finding it advantageous to store units-in-process in VCI-lined bags to prevent rusting and fingerprint corrosion. Watch-makers, by eliminating old-fashioned greasing, can now keep quantities of clean, dry parts in VCI-lined bags for immediate assembly. Hardware manufacturers are now able to ship bright, sales-appealing steel products in VCI-lined bags . . . without fear of rust or corrosion.

AUTOMATIC MOISTENING MACHINE

Lipton Manufacturing Company, Inc., has announced the introduction of a new top quality 3" automatic moistening machine — "The Senior". It is especially designed for heavy duty shipping and assures strong safe taping. The Senior features the new floating automatic spring action pressure control weight over brushes that gives correct uniform end to end moistening for maximum safety in sealing cartons.



It saves man hours by enabling more taping in less time. It automatically feeds, moistens, measures, cuts off and delivers desired length of tape in one operation. The Senior is equipped with automatic two brush tape moisture control and water level control.

POCKET SIZE TAPE DISPENSER

A small, lightweight pocket size dispenser, made of durable plastic, which is claimed to fit in the palm of the hand.

(Continued on Page 22)

MEN — METHODS — MATERIALS

Sterling Supreme gummed tape cuts Shipping Costs



Next time you need tape order Sterling Supreme from your paper merchant.

THE GUMMED PRODUCTS COMPANY

TAPE, CHICAGO—Sales Offices in principal cities.

The Gummed Products Family... Sterling Supreme Gummed Tape, Proton Imperial Gummed Tape, Locker Tape, Jet Tape, Cord Tape, Ice-Band (Bandaging Tape), Gummed Printing Papers, Laminated Cell and Papers, Box Tapes and many other specialty Products.

Package Engineers Meet in Boston

October 19, 20, 21, 22, 1953

New England Plays Host For First Time to SIPMHE Event

THE 1953 ANNUAL "TRIPLE FEATURE"—exposition, competition, and technical short course—sponsored by the Society of Industrial Packaging Engineers "is assured of surpassing all previous such events held outside the headquarters city of Chicago," according to C. J. Carney, managing director.

Chairman of all three concurrent events have reported that their respective programs are well advanced and that unprecedented interest in the 1953 attractions is being shown throughout industries concerned with industrial packaging and materials handling.

Advance hotel registrations in Boston, where the short course, competition, and exposition will be held Oct. 19-22, indicate a great influx of visitors for the program. All three events will be held in historic Mechanics Hall, the technical short course opening Monday morning, Oct. 19, the competition being decided Tuesday morning, Oct. 20, and the exposition opening that noon.

The space originally reserved in Mechanics Hall for the eighth annual Industrial Packaging and Materials Handling Exposition was sold out about Aug. 1 and exhibit spaces in 30,000 additional square feet adjoining the original area have been reserved in large numbers, according to the Society.

Tom W. Regan of the General Box Co., Winchendon, Mass., general chairman of the exposition, said he is confident that the number of exhibitors and the area they occupy will at least equal the 1952 Chicago record. A number of industries eager to present their sales stories at first-hand to industrial packaging and materials handling engineers in the New England industrial area have reserved space for the first time, he pointed out.

Four Day Short Course

The four-day technical short course in industrial packaging and materials handling, sponsored this year by the Mechanical Engineering Department of the Massachusetts Institute of Technology, will present divisions for both those who seek training in the

fundamentals of industrial packaging and for the experienced industrial packaging or materials handling engineer who seeks advanced training in specific fields.

The short course program has been developed by a special short course advisory committee consisting of SIPMHE members and M.I.T. graduates. John W. Kraus of Thompson Products, Inc., Cleveland, is chairman of the committee and Prof. John E. Arnold is the M.I.T. advisor.

Short Course

The short course will be divided into two sections. One will be the "Packaging and Materials Handling Advanced-Executives Section" and the other will be "Fundamentals of Packaging Section." Separate sessions in the advanced-executives section are scheduled to consider packaging and materials handling.

The "Fundamentals of Packaging Section" was designed especially for the person new to the field of packaging, for the person whose responsibilities are divided among packaging and other duties, for the person who never has previously attended such an educational program, and for the packaging engineer seeking to review his field and bring himself up to date on developments.

Subjects to be covered by qualified experts in the fundamentals of each run the gamut from "Packaging—An Art or a Science?" to "Challenge to the Packaging Engineer." Sessions will be devoted to interior packaging, preservation, corrosion prevention, and various types and kinds of industrial containers

"Air Cargo Problems"

The advanced-executives section will open on Monday, October 19, with a panel discussion on "Air Cargo Problems" under the chairmanship of John K. Mount, manager of the Marine Service Department, Insurance Co. of North America, Philadelphia. The panel will consist of C. W. Meldram, vice-president, Bond Industrial Equipment Co., New York; H. J.

(Continued on Page 30)

PLANT MAINTENANCE & ENGINEERING SHOW MOVES TO CHICAGO FOR 1954

The Plant Maintenance Show, held for the past four years in the East, will move to Chicago for the 1954 exposition, it was announced by Clapp & Poliak, Inc., New York, producers of the exposition.

At the same time, it was disclosed that the name will be changed to the Plant Maintenance & Engineering Show.

The exposition will take place at the International Amphitheatre, Jan. 25-28, inclusive.

The show, first held in 1950, has risen to a position of one of the giants in the industrial exposition field. It will be one of the five largest annual industrial shows to be held anywhere in the country.

"In the few years since the first show was held, the maintenance function has grown so important that it is no longer possible to separate it from other plant engineering functions," said Saul Poliak, managing director.

The Chicago exposition will cover more than 100,000 square feet of exhibit space, about one-third larger than the 1953 show and about six times the size of the first exhibit. Three hundred and ten companies already have been assigned space, and the final total is expected to reach 350.

U. S. RAILROADS TOP RECORDS IN SAFE SHIPPING OF EXPLOSIVES

For the thirty-first consecutive year, railroads of the United States and Canada in 1952 moved a new high record of commercial explosives, as well as great quantities of military explosives, with no death or injury due to rail transportation, the Bureau for the Safe Transportation of Explosives and Other Dangerous Articles of the Association of American Railroads announced today.

Consumption of commercial explosives in the United States and Canada in 1952 amounted to 844 million pounds, according to the Bureau's annual report. In 1951 consumption of such explosives was slightly more than 827 million pounds. Commercial explosives include black powder and dynamite.

Railroads of the United States and Canada also moved without fatality in 1952 great quantities of fireworks and other explosives, as well as hundreds of "dangerous articles other than explosives" as classified by the Interstate Commerce Commission Regulations. The latter included flammable liquids, oxidizing materials, acids, and other chemical mixtures and compounds of various kinds, compressed gases, radioactive materials, and poisonous liquids

and solids. In handling these "dangerous articles other than explosives" in 1952 by rail and freight express, there were 440 accidents reported, but no persons were killed as a result of these accidents, although 17 persons were injured, involving property losses of \$747,837.

JOSEPH T. SLOANE TELAUTOGRAPH PUBLIC RELATIONS DIRECTOR

Louis R. Kurtin, chairman of the Board of TelAutograph Corporation announced the appointment of Joseph T. Sloane to the post of Director of Public Relations.

**JOSEPH T. SLOANE**

Mr. Sloane joined TelAutograph in 1948 as Advertising and Sales Promotion Manager — a post he retains.

Mr. Kurtin stated that the newly formed department will concentrate primarily on customer relations and product acceptance.

REORGANIZATION ANNOUNCED IN THILMANY SALES STAFF

Reorganization and expansion of the Thilmany Pulp & Paper Company sales staff was revealed by Guy E. McCorison, vice president in charge of sales, at the company's mid-year sales meeting, held at Kaukauna, Wisconsin. In making the announcement, Mr. McCorison stated that "the staff changes were intended to provide better service and product information to our customers on the diversified line of Thilco functional papers".

Coincident with the redistricting of sales territories, a new branch office has been established at Cincinnati under the supervision of Ray E. Bloomstrand, formerly of the company's Chicago office staff. Vern G. Haag has been transferred from the mill sales staff to the Chicago office and James J. Fitzpatrick has joined the company's Ridgewood, New Jersey staff.

Under the revised program, Thil-

many's field sales organization has been divided into three divisions. The Midwest Sales Division which includes Illinois, Wisconsin and all states west of the Mississippi has been placed in charge of H. O. Peters, a Thilmany vice president, with headquarters at 20 North Wacker Drive, Chicago. He will be assisted by Vern G. Haag, who has been transferred from the mill sales division to the Chicago office.



L. to R.: L. R. Graef, manager of Thilmany's new Northeast Sales Division; Guy E. McCorison, V-P in charge of sales for Thilmany; and J. J. Fitzpatrick, assistant to Mr. Graef.

J. T. Thomas has been named manager of the Central Sales Division with offices at 616 Pallister Avenue, Detroit, where he will be assisted by L. A. Schiedermayer. The new office recently established in Cincinnati will also be under Thomas' direction.

The New England states, Pennsylvania, New York and Maryland comprise the Northeast Sales Division. L. R. Graef, who formerly served as sales representative, has been appointed manager of this area with offices at 45 North Broad Street, Ridgewood, New Jersey. He will be assisted in that territory by James J. Fitzpatrick who recently joined the Thilmany organization.

Coincident with the field staff reorganization, other changes were also announced in the headquarters sales staff at Kaukauna, Wisconsin. C. L. Dostal has been named assistant sales manager and D. J. MacDonald has been put in charge of sales of decorated and box cover papers.

SEABOARD & WESTERN AIRLINES LANDS RECORD COMMERCIAL FREIGHT

A new record in transatlantic air transportation was claimed by Seaboard & Western Airlines with the announcement that its Paris Airtrader, which arrived at N. Y. International Airport, Idlewild, in August, had lifted 17,348 pounds of commercial freight from Frankfurt, Germany.

The previous airfreight record for westbound flights of DC-4 aircraft, also held by Seaboard, was established in May, 1953, with a lift of 16,407 pounds.

In addition to eight dogs, the cargo included wearing apparel, synthetic stones, optical goods and precision in-

struments from European industrial centers.

Commanding the Paris Airtrader on its record-breaking flight was Capt. Robert Mangas of Huntington, L. I.

TWO CHASE BAG EXECUTIVES ELEVATED TO HIGHER POSTS

Two top executive changes were announced by F. H. Ludington, President of the Chase Bag Company, at a meeting of the company's managers and sales managers held in Chicago, recently.

Robert N. Connors, Vice-President and General Sales Manager and a member of the Board of Directors, has been appointed Executive Vice-President. William N. Brock, Assistant General Sales Manager, has been named General Sales Manager.



ROBERT N. CONNORS

Mr. Connors joined the Northern Bag Company, a predecessor to the Chase Bag Company, in 1922, following service in World War I, where he served as a Captain and Aide-de-Camp to General Leonard Wood.

After traveling as a salesman in Northern Minnesota, North Dakota and Montana he was transferred back to Minneapolis and made Sales Manager of the Minneapolis branch and handled contracts with the Minneapolis flour mills.

He became Manager of the Minneapolis branch in 1930. Connors was Branch Manager at Minneapolis until 1937 when he was made General Sales Manager and transferred to Chicago. In 1938 he was elected Vice-President and a member of the Chase Bag Company Board of Directors.



WILLIAM N. BROCK

Mr. Brock started with Chase Bag Company in 1934 as a salesman in the Chicago and Western Michigan territories. He later became Manager of the Detroit Sales Office and was very active in the affairs of the Michigan Millers. In 1942 he was made Manager of the Toledo branch where he remained until 1945 at which time he was transferred to Chicago as Assistant General Sales Manager.

New Products

(Continued from Page 18)

hand, is now being marketed by Penn Tape Savers. Called Roll-A-Tape, the small dispenser applies and cuts cellophane tape in any desired length, without waste.

It is especially adapted for use with printed tapes. The tape is claimed to be useful in sealing packages and envelopes in the shipping room and warehouse as well as in the home and office.

ELECTRIC TAPER

Two common causes of shipping room delay are slow and inefficient taping machines and worker's fatigue as they wrestle boxes in a one-armed paper-hanger fashion. Anything that can cure these two irritants is a boon to higher production.

Nashua Corporation considers that one of the answers to these problems is its new "88" National Electric Taper.



The "88" is so designed that there is no lost time in dispensing. Its special high carbon-manganese guillotine knife cutters, Universal high speed motor, worm gear drive add up to peak efficiency. It's economical, too. There is no longer any guessing at how much tape is needed to seal the box or package to comply with carrier regulations. Just measure the box where it is to be taped at width and length, add 5" to each dimension, set the Tape-Mizer to the

desired lengths and trip the machine. The Tape-Mizer permits unlimited selection of tape lengths from 6" to 70", or longer by keeping the trip compressed.

The Electric Taper handles standard diameter rolls of any kind of tape from 1" to 4" inclusive.

The Model "88" Taper is equipped with a Positive automatic moistening control device that guarantees proper moistening. Automatic moistening control performs two very necessary functions in the process of moistening gummed sealing tape:

1. Constant and proper contact with the moistening unit.
2. The application of the proper amount of water to the gummed surface of the tape.

Machines equipped with this feature mean that good tape will stick permanently and boxes can take the abuse incident to shipping. The speed of the tape passing over the brush is so controlled as to assure thorough and uniform moistening of the gummed surface, resulting in the welding of the tape to the carton. The water supply on the "88" Taper holds 43 ozs. and is visible, thus eliminating guess-work. The moistening control is adjustable for different brands of tape.

SIDE DRIVE BELT CONVEYOR

A new Metzgar Belt Conveyor features side mounted drive motor to permit close-to-the-floor installation and replace hand trucks for loading and receiving where transports cannot reach storage and receiving area.

Built to specification for inclined installation, this model is 15" high by 65' long with 18" resin impregnated belt driven by 5 H. P. motor and 12" drive pulley at 60 F.P.M. Rollers and slide beds under belt provide a capacity of 60 lbs. per foot.

May be installed horizontal or on medium incline.

MATERIALS HANDLING BOOKLET

A new 42 page booklet designed to help small business firms increase efficiency by improving their system of materials handling, has been announced by William D. Mitchell, Administrator of the Small Defense Plants Administration.

Entitled, *Improving Materials Handling in Small Plants*, it is on sale by the Superintendent of Documents, U. S. Government Office.

"Materials handling" is a term for something that goes on in every plant all the time, the new small defense

(Continued on Page 25)



Literature and prices of products mentioned can be obtained if you drop a post card to News Editor, SHIPPING MANAGEMENT, 425 Fourth Ave., New York 16, N. Y.

Companies having new product stories should send them to the same address.

D. R. Dominic's

"LISTEN, Mr. Traffic Manager."



ONE OF THE PROBLEMS confronting many Traffic Managers and shippers is that of delivery by the shipper's own truck to a consignee, particularly where the material is billed F.O.B. consignee's plant. Very rarely is this questioned by the Interstate Commerce Commission or any other body. However, the legality of operating under these circumstances is often a question in the minds of shippers. For instance, in our own operation we often make delivery by our own truck to consignees located within a certain radius of our plant, and bill F.O.B. our plant. The question could conceivably arise, although it has not in our particular case, as to whether or not we could charge the consignee for transportation, and if so, on what basis. The tendency would be to charge the consignee the actual cost incurred by this operation. However, it is obvious that the charge would in all probability be much higher than if the material had been forwarded by common carrier.

After mulling over many decisions pertaining to similar instances, it is our opinion that legally one cannot ship in one's own carrier if transportation cost is to be charged to consignee. We have found a ruling which states, that a shipper *may* transport material which actually is his property; for instance say, if material were shipped F.O.B. destination it would be the shipper's property till delivered. In this case, the shipper would be transporting his own property and there would be no transportation charge. Therefore, he would be within his legal rights to do so. On the other hand, it is illegal for a shipper to transport the property of others without having a common carrier permit. In F.O.B. consignee shipments it would seem unlikely that the shipper could legally charge for the transportation or charge for his cost in such a transaction.

One case which was brought to our attention in our search for material relating to this problem was that of a dealer who was overstocked in material from a certain manufacturer. The manufacturer advised the dealer to return the material to him, and that he would

pay the transportation costs. In effect then, the material was the property of the manufacturer after such an agreement had been arranged. Instead of shipping the material to the manufacturer by common carrier, the dealer chose to forward the material via his own truck and charge the manufacturer for the costs incurred. It was found in this particular instance that where the material was at time of shipment the property of the manufacturer, the dealer was in effect transporting material which did not legally belong to him, and therefore was committing an illegal act.

Many manufacturers use their own trucks to deliver materials to dealers or to distribution centers, but do not charge transportation for this service. We feel that where there is no charge for such a service, the shipper is certainly entitled to the privilege of making his own delivery and waiving the F.O.B. terms. However, we do say that a shipper cannot collect transportation charges for such a move.



Another question which is continually coming up
(Continued on Page 32)

\$3,000 Instrument Packed In Prize-Winning Wood Box



An electronic tracer, a delicate instrument valued at \$3,000, and an aircromatic head are packaged in the nailed wood box shown above. The package won 2nd Prize for Herbert H. Lemmerman of Airco Equipment Mfg. Dvsn., Air Reduction Co., Inc., Union, N. J., in Group 2 of last year's SIPMHE protective competition. The package may be shipped both domestic and export.

Advantages of package: 50% reduction in cost of package and packaging, 30% reduction in shipping weight, about 60% less storage space needed, easier to handle; re-use of container to protect valuable instrument.

Industrial Truck Drivers Must Be Trained! 17 Points

THE COST OF NOT TRAINING industrial truck drivers is many times the price of a proper program of instruction.

According to J. L. Van Cara, driver-training expert of the Automatic Transportation Company, current training of industrial truck drivers, except in the largest firms, is poor. "It's so bad," he asserted, "that it costs industry millions of man-hours every year."

He proposes that drivers be instructed over a three-day period, the first day of which is largely spent in practicing alone with an unloaded truck. During this day's "laboratory class," the trainee will learn controls, speeds, and smoothness of operating.

The next day he will begin to use a typical load, and gradually will begin working into the area where he will be assigned. He'll learn traffic problems, the speed at which he'll work, and where he picks up and delivers loads. Also, he'll get the feel of working in the limited space of storage bays, as compared to the relatively spacious dimensions of most practice areas.

The third day he'll be on his own, most of the time, and before his shift is over he should be at ease with the truck.

Van Cara listed 17 points which he feels make an excellent basic code for any company's industrial truck operators:

1. Keep the body inside running line of the truck.
2. No passengers should be permitted to ride on the trucks (a rule of great importance).
3. Keep to right of aisles whenever possible.
4. Slow down when vision is obstructed.
5. Stop at doors, corners, exits, etc., and sound horn.
6. Use horn when approaching pedestrians.

7. Start, stop, or turn gently, not suddenly.
8. Face in the direction of travel always. Before backing up, look in the direction you will go.
9. Carry only loads for which the truck is meant.
10. Keep loads below eye level, carrying them just clear of the floor. If the load blocks vision, it should be trailed except on sit-down model trucks (a problem which can be avoided by selection of the correct truck for the load).
11. Never drive high lift trucks with platform or forks elevated.
12. Bent or damaged loading plates should not be used.
13. Reverse controls are not a substitute for brakes.
14. Driving with wet or greasy hands is dangerous, because it can cause the operator to lose control of the wheel.
15. Slow down for wet or slippery floors.
16. Stunt driving and horseplay should be eliminated.
17. Trucks should be returned to the charging station or parking area at the end of the shift.

All bridges used by railroads if placed end to end, would extend a distance of about 3,750 miles, or from New York to Los Angeles with about 500 miles to spare.

The nation's main highway system, bursting at its seams with 32 million motor vehicles in 1940, is now used by more than 52 million vehicles.

Farms own 26 per cent of all American trucks.



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sure to go...and get there

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the complete modern line of
shipping department equipment.



STENCIL INK
Easy-flowing... black or colored. Also complete line of oiled stencil board.



FOUNTAIN BRUSH
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FOUNTAIN MARKERS
For freehand marking. Lightweight, leakproof construction... replaceable felt tips.



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Measures, moistens, cuts tape up to 3 ft. in 1/2 second. Code marking attachment available.



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WRITE for complete information and prices.

New Products

(Continued from Page 22)

plants administration booklet explains. The term applies to the movement of raw materials, parts-in-process, and finished products, and includes both manual and mechanized operations.

Because materials handling is a continuous process, it is often overlooked as an important element in the cost of operation, and as a factor in both production and sales. Yet in some plants materials handling accounts for as much as half of the manufacturing cost, and poor materials handling is expensive.

The booklet outlines a method for determining whether a plant's materials-handling system is as good as it should be; explains various types of equipment that may be used to increase efficiency; gives practical pointers on good plant layout, and explains how waste motion and effort can be reduced in many machine operations.

Other sections of the booklet discuss safe handling of materials, selection of the proper equipment and how to get the most efficient use out of the equipment you have. Selected sources of additional information are also listed.

HUMIDITY INDICATOR CARDS

Humidity indicator cards with "Tel-Tale" spots for use in dehydrated packaging are being introduced by The Davison Chemical Corporation. Changes in moisture conditions cause the spots to change color very rapidly, indicating relative humidity reliably. The inexpensive cards have had Air Force and Signal Corps approval.

The cards with three spots or six spots are furnished with eyelets for attachment to equipment. The three spot card is so adjusted that one spot changes color at 5 per cent relative humidity, another at 40 per cent and the third at 30 per cent. The six spot card is graduated from 10 per cent to 60 per cent. Accuracy is within 5 per cent plus or minus.

Principal use of the cards is to afford visual evidence of whether humidity conditions within a package are at a safe level, to avoid moisture vapor damage.

MOBILE LOADING RAMP

Magline Inc. has announced the production of an all-magnesium Mobile Loading Ramp. Designed primarily for use in facilitating the loading of yard cars, the Mobile Ramp, it is stated, makes possible full utilization of power trucks in the loading operation. As a result, costly loading methods can be eliminated, while car-spotting and demurrage expense can be greatly reduced.

Combining the amazing strength of magnesium with its extreme lightness, the ramp is engineered to support loads of 13,000 lbs., or more where required. Its remarkable lightness enables one man to move it about the area with ease. It measures 30 ft long by approximately 6 ft. wide.

Equipped with a hydraulic lifting mechanism, the ramp can be raised to any car level quickly and easily. A safety lock mechanism anchors the ramp



securely to the car during loading. A retractable trailer hitch permits power towing for long distance mobility. In addition to the loading of yard cars, the unit is also used where dock facilities are over crowded, as well as in places where no loading dock exists.

Packing A Punch

(Continued from Page 11)

ing with the general idea, frowned on the mandatory provisions of the proposal. Officials said that the cost of enforcing such a measure would be prohibitive and suggested that a voluntary campaign would be wiser."

"Heeding the Administration request, Senator Potter submitted a resolution that was passed by the Senate and the House of Representatives. President Eisenhower endorsed the resolution and requested Secretary Weeks to ask exporters to label their crates with the inscription, "United States of America," in indelible ink whenever practicable."

"I should like you to take appropriate action to assure that this resolution is given full publicity through the facilities of the Department of Commerce," the President said in a letter to Mr. Weeks.

The Secretary, in complying with President Eisenhower's request, expressed the hope that exporters would follow the suggestion.

The Senate resolution on which the action was based reads:

"Whereas the products of American industry and labor are of high quality; and

"Whereas such products are a proud symbol of the accomplishments of our free enterprise system and democratic way of life; now therefore be it

"Resolved by the Senate (the House of Representatives concurring), that it is the sense of the Congress of the United States that American made goods should be publicized as such, and that the President should instruct the Secretary of Commerce to call upon producers and merchants to affix, insofar as practical, to the external shipping containers of all American made goods for export the following inscription in indelible print of a suitable size: "United States of America."

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BY SIMPLY ADDING
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A quick method of marking to identify contents or for general advertising uses on YOUR OWN GUM TAPE . . . Fast, Effective. Prints as you use your machine for all shipping packages. Ideal for all types of business. Now being used by a host of leading concerns everywhere. A time, money and labor saver

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Write for information and descriptive literature

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THE KEY and you
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The package weighed on this Parcel Post Scale will not carry too many—or too few—stamps.

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DETECTO SCALES INC.

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Bills of Lading

(Continued from Page 14)

might be well to ask yourself the question: "do we sign this clause?"

I recall one case where "A" shipped two truckloads of transformers to "B" on a collect basis. "B" accepted the material, but felt they were not liable for the freight charges due to the fact that the order was delivered many months after the Vendor's promised date. This put the Carrier in a spot. He could not collect from "A" because "A" had signed section 7 and "B" refused to pay. It was not until court action was threatened that "B" finally paid the charges. The important point here is that "A" fully protected himself by signing section 7 statement thereby eliminating any court action against him.

I) For your own records it is always good to show some sort of a reference number or symbol up in the right hand corner of the bill of lading where it reads "Shipper's No....".

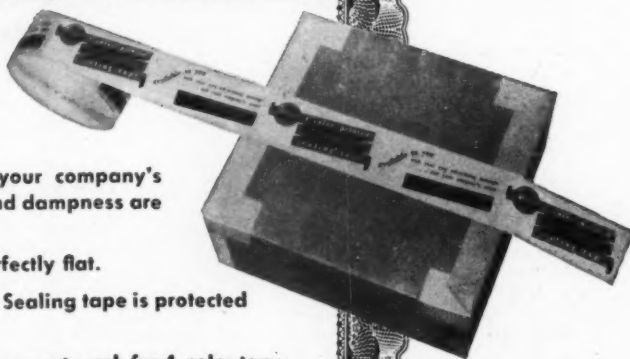
J) In addition to the foregoing, the Bill of Lading should specify any special service desired or required on the shipment in question as: trap car service, special markings, stop-off in transit, icing in transit, etc. All such information should be shown on the Bill of Lading in such a manner that it stands out and keep in mind to put such information in the center of the



4 Color Printed Kraft Gummed Sealing Tape Pays EXTRA DIVIDENDS...

BECAUSE

- ★ Every carton and package leaving your plant carries your 4-colorful advertising message everywhere—at no extra cost.
- ★ Your packages are padlocked with your company's name—they're pilferage proof. Dust and dampness are locked out.
- ★ On-to-Sta tape seals and remains perfectly flat.
- ★ The uniform quality of On-to-Sta Kraft Sealing tape is protected in waterproof wrapping paper.
- ★ Our creative art staff will skillfully prepare art work for 4-color tape to fit your particular needs.



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Bill of Lading so that it can be easily recognized.

Distribution of Copies of Bill of Lading

The Bill of Lading consists of (1) an original, (2) a Shipping Order copy and (3) the Memorandum copy. Aside from the above mentioned three copies a shipper can make as many copies as he wants. The Bill of Lading is presented to the Carrier for his signature at which time he signs and returns the original and memorandum copy, retaining the shipping order copy for his records. The Shipper should retain the Original Bill of Lading for his file if the material shipped was sold F.O.B. Destination whereby the shipper retained title to the goods and forwarded the memorandum copy to the consignee to serve as a notice of shipment. However, if the material shipped was sold on an F.O.B. Shipper's plant basis then the original Bill of Lading should be forwarded to the consignee. (He took title to the material as soon as same was signed for by the carrier.) Keep the memorandum copy for your own files as a record.

The Original copy of the Bill of Lading should always be in the hands of the party that has title to the goods as it must be presented to the carrier if a claim is ever presented.

Odd-Shaped Packages

(Continued from Page 17)

pieces, then die-cut sheets, corner-cut sheets, and built-up packing can be specially designed either by the packaging engineer or by the carton vendor's engineering department, which is a good source to go to when in real trouble.

The clever packaging engineer will combine the more standard inserts with special die-cuts and build-ups to bring about the strength required at as low a cost as possible. To make this determination, he will first have to arrive at the type of protection required, then select the bracing material to provide the necessary strength and the cushioning at the proper points, and then determine the material that does the required job with as little waste as possible.

Wrapping

Some of our fenders lend themselves to wrapping with an excelsior pad tied with rope. Others cannot be wrapped because of their shape. These particular fenders are more or less egg-shaped, with the bottom open. Every attempt to wrap them was unsuccessful, and we had to resort to a carton of "boxcar" size. Some rear fenders are more than seven feet long and very narrow. These must go into a long narrow carton; and, in order to get the support necessary, we adopted a heavier-test board than is normally employed rather than use inserts. Some fenders have a sharp corner that requires padding to keep them from



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STANDARD
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WIDTHS
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CONVEYORS • SWITCHES • ACCESSORIES
& REEL DOLLIES

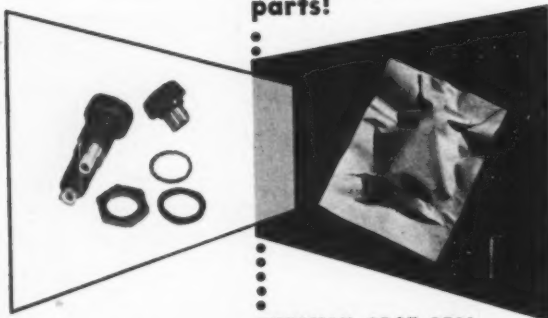


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**SHERMAN SPOT-SEAL
WRAPS PARTS QUICKLY, PROTECTS FROM
DUST AND SCRATCHES.** Spot-Seal is a

coated wrap that sticks only to itself. Wrap it over the parts, press it together . . . the parts are sealed.

Ideal for wrapping sub-assemblies, replacement kits, or multiple parts in one package, Spot-Seal makes a tight, dust-proof, water-repellent, tamper-proof wrap. Easy to identify, less chance of loss of parts. Write for free samples today, Dept. Y

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NEWTON UPPER FALLS 64, MASS.

CHICAGO

LOS ANGELES

NEW YORK

puncturing the carton. A fibreboard stitched shoe was developed that slips over this corner. The shoe is creased to conform to the contour of the fender.

Hood packaging seems to fall logically into an excelsior-pad wrap. For the many different types of hoods we supply, only two sizes of pads are required. The pad is secured by using about 10 barbed steel clips that are placed around the edge of the hood over the pad. They are installed by using over-size pliers especially made for this purpose. They are quick to install and hold the pad very well.

Deck lids are treated in a similar manner, although we have also used cartons successfully.

Doors are partially wrapped. The bottom section is packaged with a pad; the top window section is left unwrapped. This has the advantage of letting the shippers know what the item is and that it must be handled with some care. Originally, our doors were packed in cartons, but because of the cost involved we changed to this type of wrapping. It has been satisfactory — although, admittedly, there is a somewhat greater risk of damage as contrasted to the carton. In our case, however, the damage losses have been materially less than the excess cost of the carton. Four half-inch steel straps secure the pad. One pad size is used for all the different door sizes.

Fiber Cans

Camshafts, for instance, are of such a nature that a special package is necessary. As is of course well known, the camshaft is a long narrow part, precision-ground and polished. The package problem is to protect the part physically and also to prevent corrosion.

The package used is a three-piece telescope fibre can with metal ends. The inside of the can is laminated with a VCI coated paper. This method of corrosion prevention is very effective. The handling of the package itself is unique. Collapsed wire-bound pallet boxes are sent to the can manufacturer, who assembles them and fills them with a pre-determined number of fiber cans. The pallet boxes then become a materials-handling load, and as a result the cans are not handled at any time by hand. From the can manufacturer's plant, cans go to our central warehouse, where they are stored until needed. The cans are ordered from us by the production plant in pallet-box quantities. The parts are packaged at the end of the camshaft production line after being cleaned in a finger-print-removing operation. The workers merely remove the end of the three-piece telescope can and insert the cam into it.

Steel Strapping

Certain automotive parts which do not have critical surfaces exposed may, because of their characteristics, safely be strapped together with steel strap without risking injury. Items like exhaust pipes and wheels

are in this category. We bind them together in compact unit loads which are easy to handle and easy to load and which require little space either in shipment or in storage.

In bundling exhaust pipes, we employ the use of a jig in the shape which the bundle will assume. The strap is applied directly to the parts. If surfaces require dunnage, possibly the most efficient bundle is either the hexagonal or square pattern as compared to the less efficient round bundle so often used. Both the hexagonal and the square patterns are sturdier than the round pattern, and the hexagonal can usually be pulled much tighter than either of the other two patterns. A wood base and a set of covers which are divided into sections provide an easy and common method of protecting these irregular-shaped items when bundled as described. Steel strapping is applied to complete the bundle.

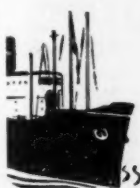
Export Boxes

World War II called for stepping up the quantity and quality of crating material. Plywood is one of the leading materials now used by many in the wooden box and crate industry. Sheets or panels vary and can be had in many sizes, although the most common size is 48 x 96 inches. Normally, panels are built in 3-, 5-, and 7-ply to a thickness range of 1/8, 3/16, 1/4, 5/16, 3/8, 1/2, 5/8 and 3/4 inches. Because of the predominance of defense work, nearly all container-grade plywood is made according to joint Army-Navy specification 139. We use this plywood for our strictly commercial export demands. The common box-grade plywood, which is weather-resistant, has been forced into the background by higher types in order to guarantee full protection to shipments of critical materials. Moisture-resistant plywood is fabricated with either synthetic resin or protein-type glue. Specimens of this plywood must withstand 10 cycles of four hours soaking in water at room temperature and drying for 20 hours at a temperature not exceeding 100° F.

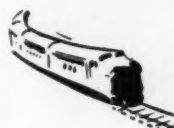
Plywood such as this, when cleated and nailed together, gives us a box comparable to or even cheaper than one made of nailed wood, as far as both labor and material are concerned. Other inherent advantages of plywood containers include the fact that large container faces may be constructed without joining. The material also affords greater resistance to moisture entering the container. Plywood is readily adaptable to use on a great variety of types and sizes of containers and, in the end, gives us a box lighter in weight, saving freight costs to seaboard, and also gives us a more usable cube inside the box, all of which is conducive to lowering the ultimate consumer cost.

We have standardized on eight sizes of fast-moving prefabricated boxes and 12 slower-moving ones, which take care of up to 90 per cent of our export parts and accessories shipments. Any one or any combination of parts taken from our stock of 30,000 different items

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Best for **PARCEL POST**



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You can't beat first quality cotton twine when it comes to securely binding parcels . . . large or small for air, rail or messenger. And when it comes to cotton twine you can't beat King Cotton. King Cotton Twines have been popular with shippers for years . . . has your shipping department tested it lately?

King Cotton Wrapping Twines are available in all sizes, all put-ups and in white, plain colors or variegated. For hand tying or tying machines, there is a King Cotton Twine for Every Purpose.



Fit to be tied? *use* **King Cotton TWINE!**

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**COMPARE-
WHATEVER THE JOB...
LARGE OR SMALL...**

Rexford

PAPER COMPANY
MILWAUKEE 9, WISCONSIN

may be packed in these boxes. Since the inception of this program, our damage in transit and on the high seas have been reduced.

An attempt has been made in this paper to outline some of the different and distinct methods that we at Studebaker use in processing, packing, storing, and distributing our parts and accessories.

As indicated, we use many of the varying methods of packing and employ many of the types of materials commonly used, such as wooden boxes, plywood boxes, crates, wire-bound containers, fiber containers, corrugated cartons, latex seal envelopes, polyethylene bags, padded shipping bags, excelsior pads, strapping, bundling, and wrapping materials. The particular method or type of material which is used is, of course, influenced by the need. In other words, there is no one set pattern that fits all requirements.

SIPMHE Convention

(Continued from Page 20)

VanderPutten, supervisor of loss and damage prevention, American Airlines, Inc., New York; C. J. Heinrich, Research and Development Facility, Naval Supply Depot, Bayonne, N. J., and Glenn Mather, Continental Can Co., New York.

An advance announcement of the SIMPHE short course describes this session as:

"A special program on air cargo problems as related to packaging and materials handling. Having to do with hazards involved in air shipping—problems in movement of goods into and out of cargo planes—recent developments in cargo plane design—some principles of container design especially for air cargo."

Materials Handling

On Tuesday morning, Oct. 20, the advanced-executives section will be divided into separate sessions, one on materials handling to consider "The Relationship between Materials Handling and Product Design" and "What Can Top Management Expect of the

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Materials Handling Engineer?" and the other, on packaging, to consider "Principles of Corrosion Prevention" and "Recent Development in Vapor Corrosion Inhibitors."

Container Testing

Tuesday afternoon, the advanced-executive and fundamentals packaging registrants will join in a general packaging session devoted to "Containers Testing—The Modern Method of Evaluation." The advanced-executive session on materials handling will cover "Work Simplification," "Current Trends in Putting Philosophy to Work" and "Case History in Materials Handling Benefits of Work Simplification."

Three concurrent sessions will be held Wednesday morning, that on materials handling covering "Materials Handling Influences in New Plant Construction," the advanced-executives session on packaging covering "Research in Food Packaging" and "Packaging Development as Related to the Growth of a Major Processor," and the fundamentals session covering "Folding and Set-up Boxes" and "Partitions and Pads."

Integrated Packing Processes

On Wednesday afternoon, the materials handling and packaging divisions of the advanced-executives section will be merged for a highly significant session that will cover "The Integrated Study—Packaging—Materials Handling—Warehousing—Distribution—Top Management Problem," "Organizing a Packaging and Materials Handling Research Program," "Improving Materials Handling Efficiency in Old Buildings," and "Case Studies in Application of Principles."

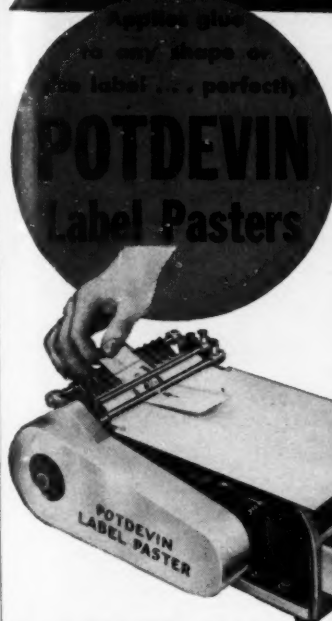
"An Experiment in Grocery Palletization—and the Results" and "Some Trends in Industrial Palletization" will be discussed Thursday morning at the materials handling division, while the advanced-executives packaging division considers "Shock and Vibration—A Discussion of Cushioning Evaluation," "Shock and Vibration—Growing Factor in Packaging Design," "Practical Evaluation of Cushioning—Some Problems and Solutions" and "Cushioning Materials in the Packaging of Fragile Goods."

Freight Loading: Truck and Rail

At the concluding sessions on Thursday afternoon, a general materials handling discussion will be held on "Freight Loading on Rail and Truck" and "An industry presentation covering principles of blocking and bracing—unitizing and palletizing of loads."

A general packaging session will be held at the same time. It will cover "Case Histories—Scientific Packaging Pays Off," "An Approach to Some Problems in the Packaging of General Merchandise,"

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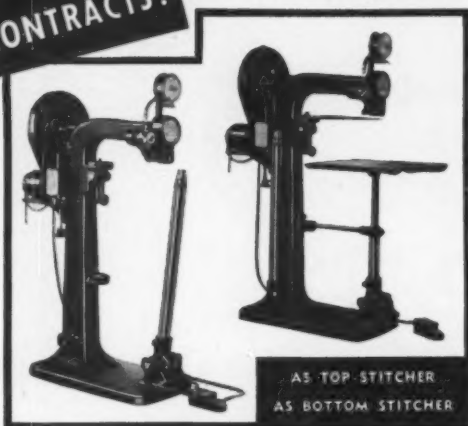
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The Protective Packaging Competition

In the third section of the annual "triple feature event," the 8th annual Protective Packaging and Materials Handling Competition, R. A. Mantz of International Harvester Co., Chicago, chairman of the competition, has announced the panels of judges for the seven different divisions—corrugated or solid fibre boxes; nailed wood boxes and crates; wirebound boxes and crates; cleated panel boxes; general (containers made from a combination of materials, and also cans, drums, bags, bundles, and other types of packaging); export packages, and materials handling.

Prizes And Certificates

Cash prizes and certificates are awarded to the winning entries in each group, the winners being announced at the opening of the exposition on noon Tuesday, Oct. 20, and the awards formally being presented at the annual SIPMHE banquet on Wednesday night, Oct. 21, in the Somerset Hotel.

In addition to the regular prizes, the coveted Harold Jackson Trophy will be given by Wm. McGee & Co., New York, marine underwriters, to stimulate better export packaging and the much-desired Irving J. Stoller Award will be given by its namesake, president of the Fibleco-Illinois Corp., for notable developments in interior packing.

Entries are accepted only from individuals. None are accepted in the names of companies or organizations. Competitors need not be members of SIPMHE. Official entry blanks and full information can be procured from SIPMHE national headquarters.

"Listen, Mr. Traffic Manager"

(Continued from Page 23)

is that pertaining to delivery of material from a common carrier, particularly truck delivery. The question in effect is: *what* constitutes delivery? With the personalities of truck drivers varying, many receivers often get into arguments as to what the carrier's liability and duties are when delivering material to a plant or store.

In most instances a carrier is obligated to place the material on the premises of the receiver in a spot designated by the same receiver accessible to a means of moving it from that spot once it has been received. However, we must point out that the individual common carrier tariffs vary in regard to their interpretation of delivery rules, and a receiver of material should first check the tariff before any action is taken.

Another question in regard to delivery of material is that which arises when a carrier has a load which is difficult, if not impossible to unload without the use of specialized materials handling equipment. It is our opinion in this matter that it is the duty of the receiver of material to provide adequate facilities for unloading such material. This particular problem arises many times when a shipper will forward material via palletized units and try to make delivery where there are no fork-lift trucks or material for handling same. In these instances, the palletized loads would have to be broken down on the carrier's trailer, and taken off by the receivers as such.

If at all possible, however, the receiver of this material should have available fork-lift trucks or other equipment to facilitate the unloading of this material.

By the same token, we feel that it is definitely unfair for any shipper of material to forward items in palletized loads without first checking the consignee to determine if he has the equipment available for handling same.

From the standpoint of economy, it is our feeling that if shippers forward material consistently to a certain consignee, the traffic department of both concerns involved should get together and standardize packaging. We have found that by so doing, there is often a substantial saving achieved in packaging on the shipper's part, and in handling and storage on the consignee's part. More often than not, the use of returnable containers can be put into operation in these cases.

Plane Unloading

(Continued from Page 15)

Croasdale, Supervisor of Cargo Services, and H. W. Ainsley, Assistant Supervisor—Airfreight, was the result of two days' advance planning. Croasdale and Ainsley consulted both the Engineering Department and the Maintenance Department in making their plans. Governing factor in the entire operation was safety of personnel and equipment.



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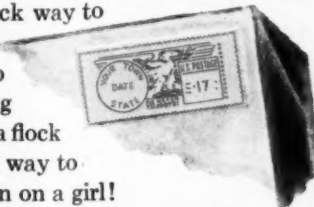
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- I did my darndest to finish up the parcel posts in time, and meet her accidentally some night, with a necktie and coat on. *Me* with a necktie, that is—Marie don't wear 'em. But I never could get the work—or myself—cleaned up in time.
- So I told Mr. Robbins that if we had one of those postage meters, I was sure I could get out our parcel posts on earlier trains, planes, keep our postage account accurate, and give me more time for other things (including Marie). Also the same meter would stamp our mail. He said okay . . . So I've been doing all right lately.



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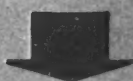
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